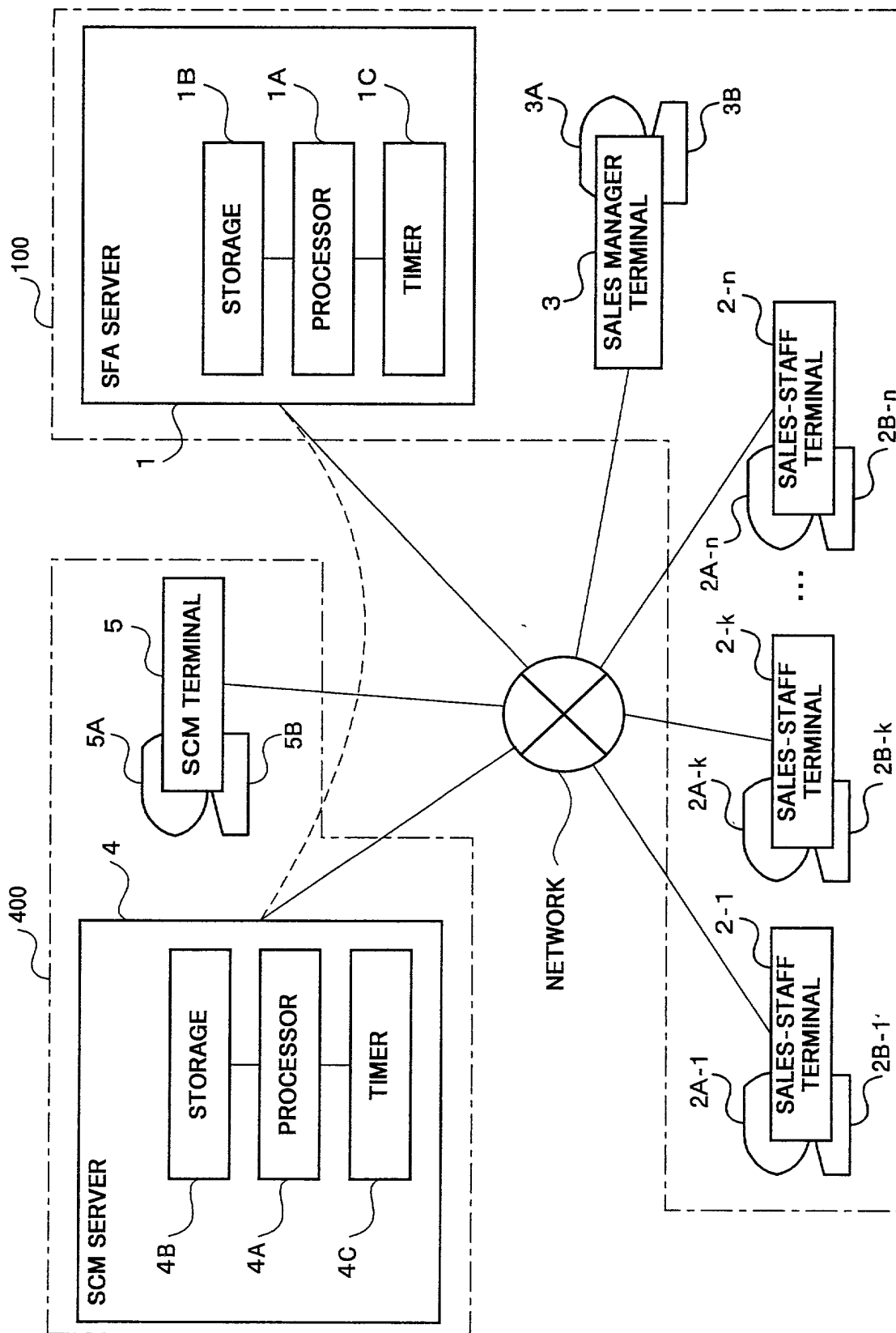


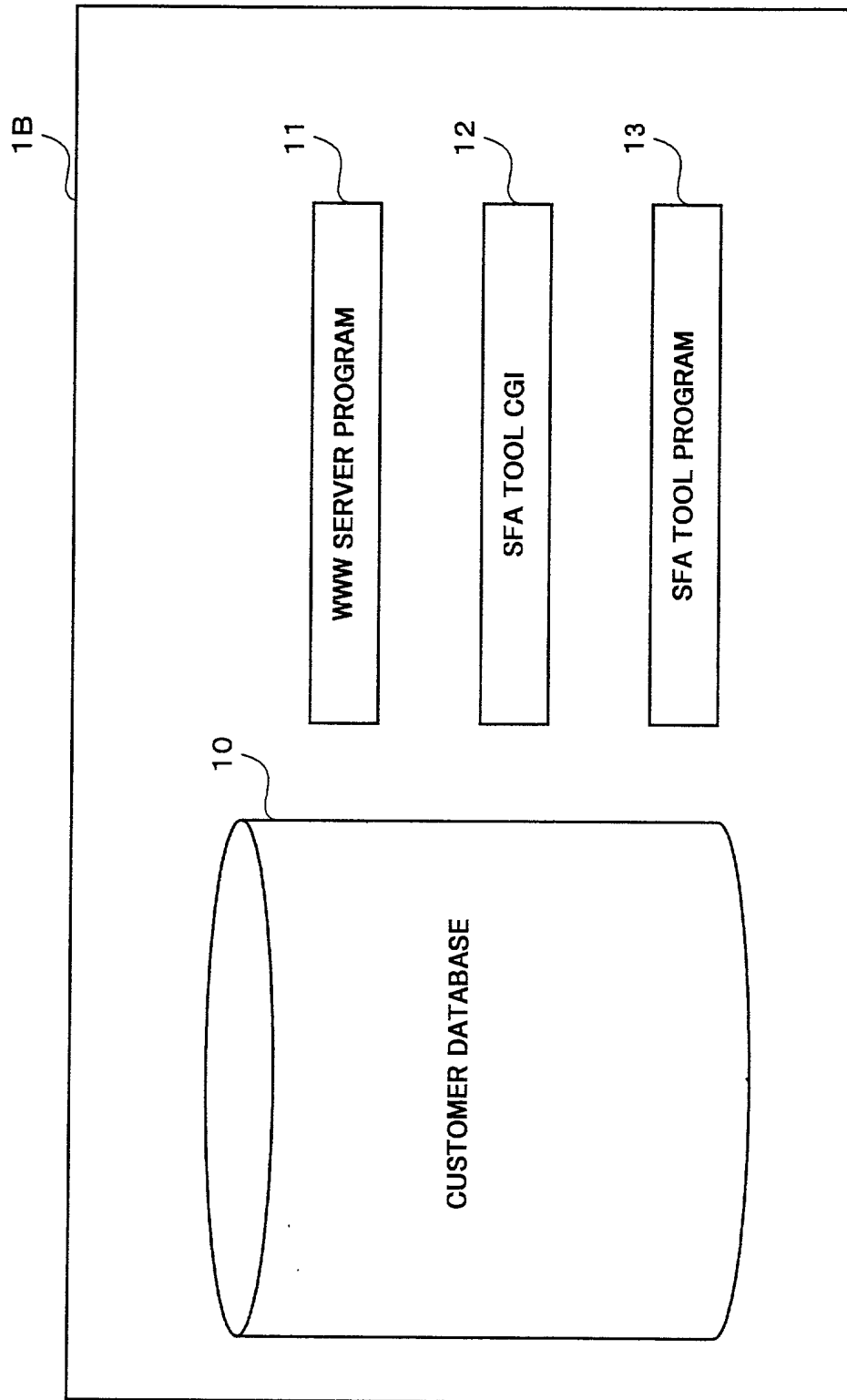
1/16

FIG. 1



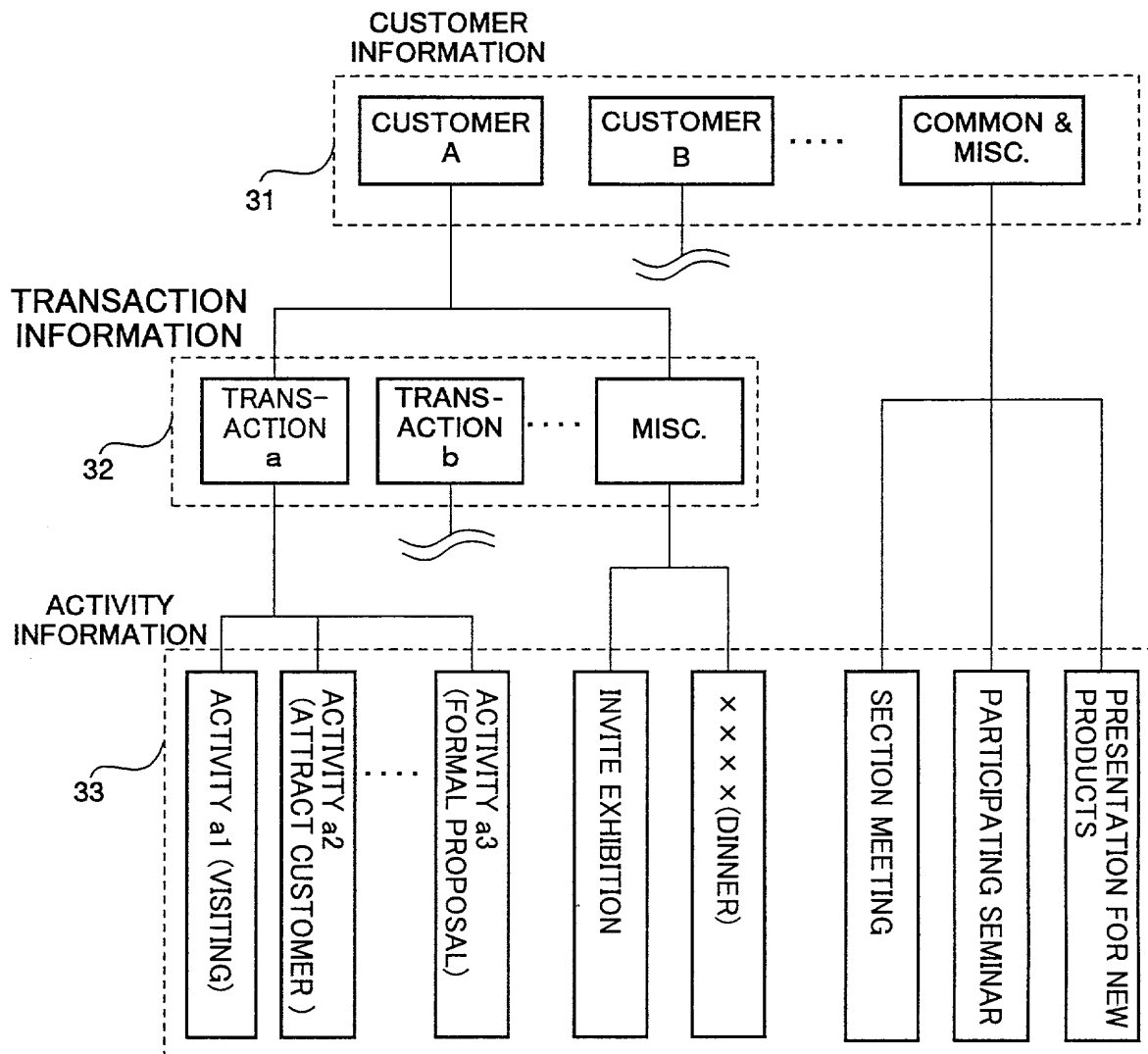
2/16

FIG. 2



3/16

FIG. 3



4/16

FIG. 4

41 CUSTOMER 42 SECTION 43 STAFF 44 TRANSACTION 45 ACTIVITY 46 CALENDAR

47 SELECT

48 NAME

PASSWORD

SELECTION OF TARGET ITEM -> SPECIFY TAB OF TARGET ITEM.

5/16

FIG. 5

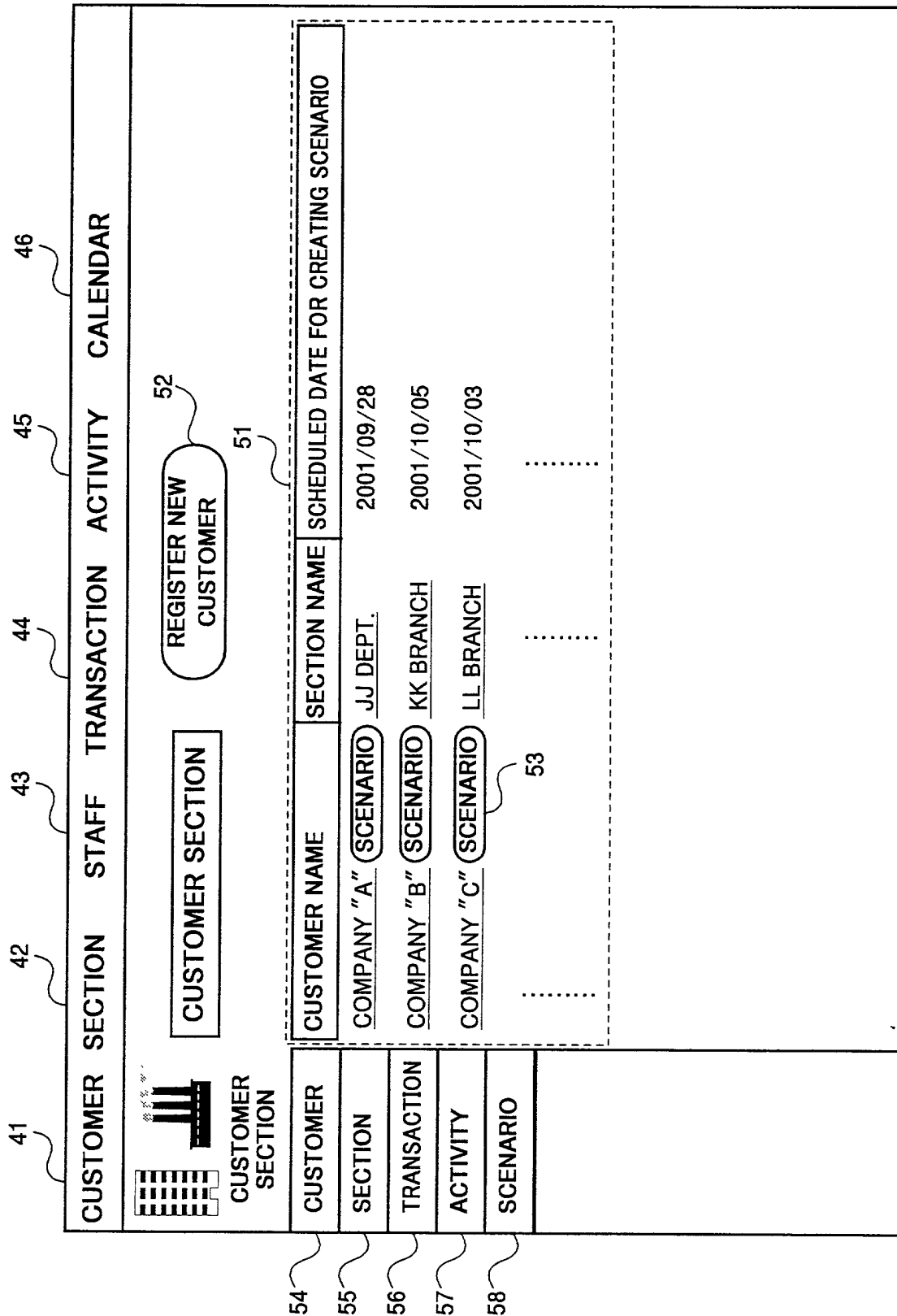
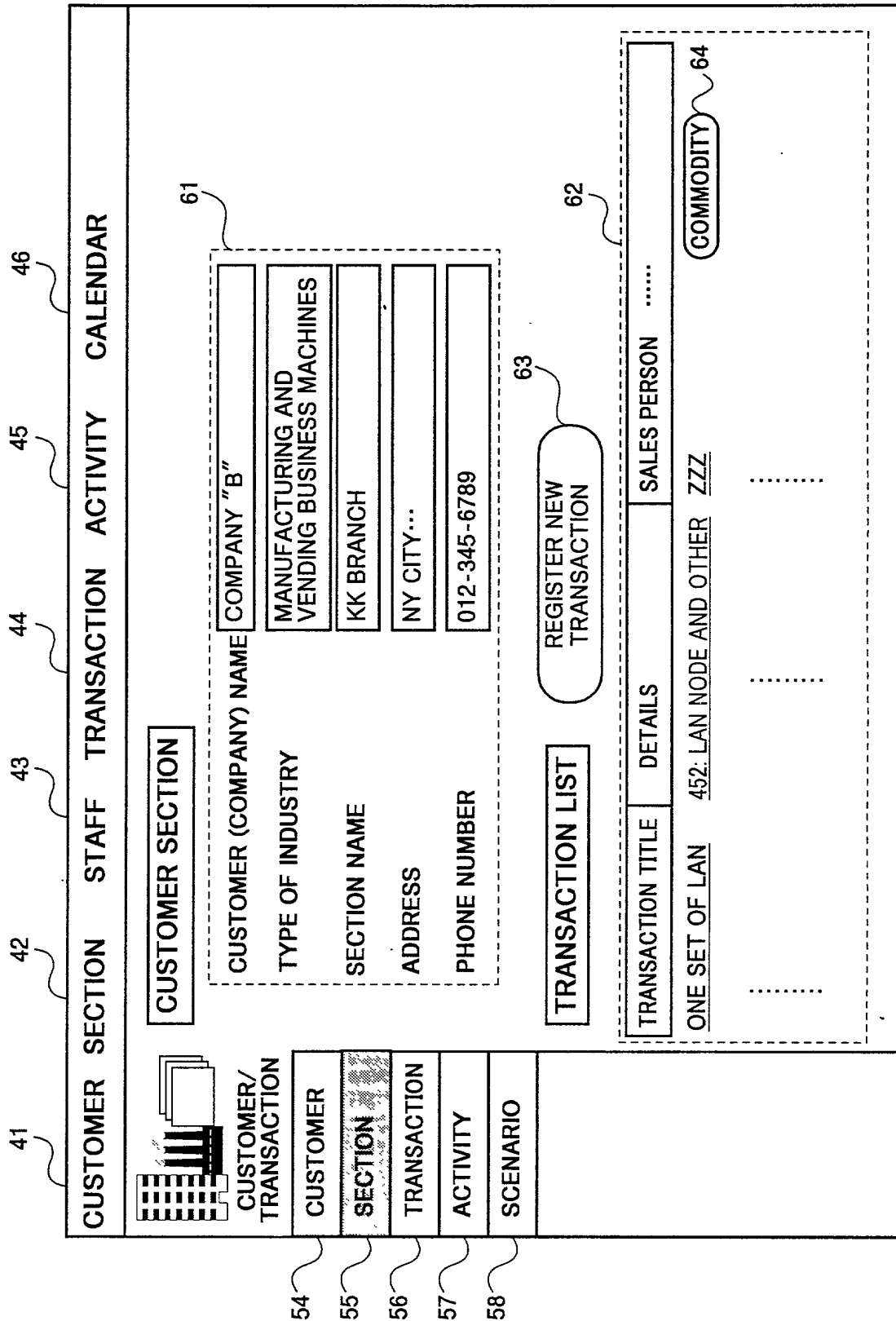
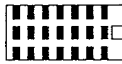



FIG. 6



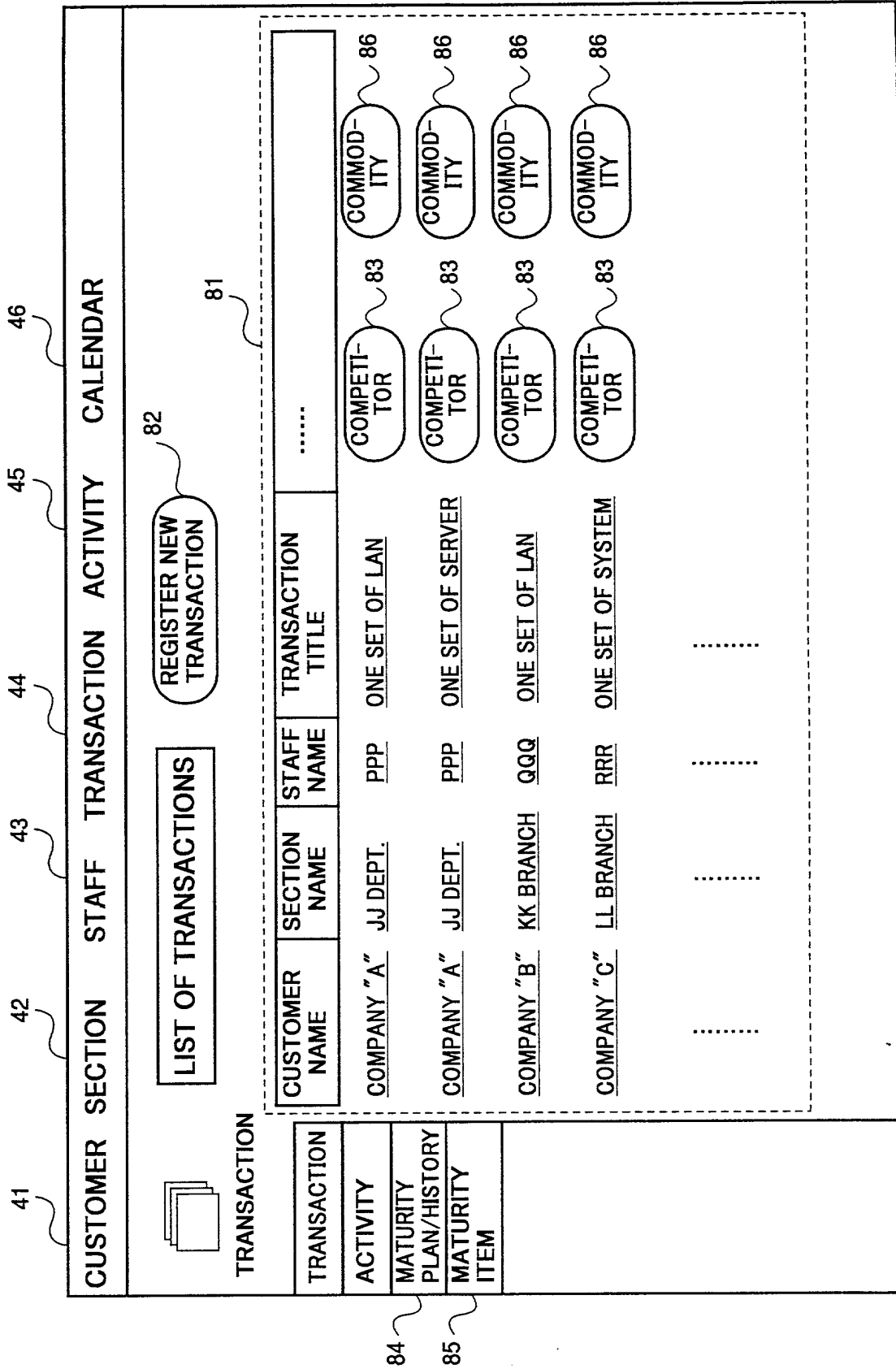
7/16

FIG. 7

41	42	43	44	45	46
CUSTOMER	SECTION	STAFF	TRANSACTION	ACTIVITY	CALENDAR
<div>   </div>	REGISTER CUSTOMER INFORMATION				
54 CUSTOMER	71 CUSTOMER (COMPANY) NAME				
55 SECTION	72 SECTION NAME				
56 TRANSACTION	73 STAFF NAME				
57 ACTIVITY	74 SCHEDULED DATE OF SCENARIO				
58 SCENARIO	75 COMPLETE INPUTTING				

8/16

FIG. 8





9/16

FIG. 9

41	42	43	44	45	46																																								
CUSTOMER	SECTION	STAFF	TRANSACTION	ACTIVITY	CALENDAR																																								
<div>41</div> <div>TRANSACTION</div> <div>TRANSACTION</div> <div>ACTIVITY</div> <div>MATURITY PLAN/HISTORY</div> <div>MATURITY ITEM</div>	<div>91</div> <div>TRANSACTION</div> <div>CUSTOMER NAME</div> <div>COMPANY "B"</div> <div>TRANSACTION TITLE</div> <div>ONE SET OF LAN</div> <div>SECTION NAME</div> <div>KK BRANCH</div> <div>SALES STAFF NAME</div> <div>ZZZ</div> <div>STAFF NAME</div> <div>YYY</div> <div>MATURITY STAGE</div> <div>05-UNDERSTANDING NEEDS ...</div>																																												
	<div>92</div> <div>MATURITY PLAN/HISTORY</div> <table border="1"> <thead> <tr> <th>MATURITY</th> <th>SCHEDULED DATE</th> <th>COMPLETION DATE</th> <th>.....</th> </tr> </thead> <tbody> <tr> <td>01-MAKING CONNECTION</td> <td>2001/08/01</td> <td>2001/08/01</td> <td></td> </tr> <tr> <td>02-MAKING RELATION</td> <td>2001/08/06</td> <td>2001/08/06</td> <td></td> </tr> <tr> <td>03-EXAMINING CIRCUMSTANCE</td> <td>2001/08/10</td> <td>2001/08/10</td> <td></td> </tr> <tr> <td>04-ATTRACTING CUSTOMER</td> <td>2001/08/21</td> <td>2001/08/22</td> <td></td> </tr> <tr> <td>05-UNDERSTANDING NEEDS</td> <td>2001/08/27</td> <td>2001/08/27</td> <td></td> </tr> <tr> <td>06-PICKING UP PROBLEMS</td> <td>2001/08/31</td> <td></td> <td></td> </tr> <tr> <td>07-FORMAL PROPOSAL</td> <td>2001/09/07</td> <td></td> <td></td> </tr> <tr> <td>08-CLEARING OBSTRUCTIVES</td> <td>2001/09/12</td> <td></td> <td></td> </tr> <tr> <td>09-ENTERING INTO CONTRACT</td> <td>2001/09/14</td> <td></td> <td></td> </tr> </tbody> </table>					MATURITY	SCHEDULED DATE	COMPLETION DATE	.....	01-MAKING CONNECTION	2001/08/01	2001/08/01		02-MAKING RELATION	2001/08/06	2001/08/06		03-EXAMINING CIRCUMSTANCE	2001/08/10	2001/08/10		04-ATTRACTING CUSTOMER	2001/08/21	2001/08/22		05-UNDERSTANDING NEEDS	2001/08/27	2001/08/27		06-PICKING UP PROBLEMS	2001/08/31			07-FORMAL PROPOSAL	2001/09/07			08-CLEARING OBSTRUCTIVES	2001/09/12			09-ENTERING INTO CONTRACT	2001/09/14		
	MATURITY	SCHEDULED DATE	COMPLETION DATE	.....																																									
	01-MAKING CONNECTION	2001/08/01	2001/08/01																																										
02-MAKING RELATION	2001/08/06	2001/08/06																																											
03-EXAMINING CIRCUMSTANCE	2001/08/10	2001/08/10																																											
04-ATTRACTING CUSTOMER	2001/08/21	2001/08/22																																											
05-UNDERSTANDING NEEDS	2001/08/27	2001/08/27																																											
06-PICKING UP PROBLEMS	2001/08/31																																												
07-FORMAL PROPOSAL	2001/09/07																																												
08-CLEARING OBSTRUCTIVES	2001/09/12																																												
09-ENTERING INTO CONTRACT	2001/09/14																																												

84

85

FIG. 10


41	42	43	44	45	46	
CUSTOMER	SECTION	STAFF	TRANSACTION	ACTIVITY	CALENDAR	
<div>41</div> <div>84</div> <div>85</div>	<div>42</div> <div>43</div> <div>44</div> <div>45</div> <div>46</div>	<div>101</div> <div>102</div> <div>103</div> <div>103</div> <div>103</div> <div>NOTE: NOTHING PARTICULARLY</div>				
	TRANSACTION	<div>TRANSACTION</div> <div>CUSTOMER NAME COMPANY "B"</div> <div>SECTION NAME KK BRANCH</div> <div>STAFF NAME YYY</div> <div>TRANSACTION TITLE ONE SET OF LAN</div> <div>SALES STAFF NAME ZZZ</div> <div>MATURITY STAGE 05-UNDERSTANDING NEEDS ...</div>				
	TRANSACTION	<div>MATURITY ITEM</div> <div>MATURITY STAGE 2- MAKING RELATION</div> <div>- MAKE NEW CONTACTS WITH IMPORTANT PERSON(S) OF CUSTOMER</div> <div>- FIND OUT DECISION-MAKER IN CHARGE OF PURCHASING GOODS AND KEY-PERSON IN AUTHORITY</div> <div>- KEEP IN TOUCH WITH KEY-PERSON</div>				
	ACTIVITY					
	MATURITY PLAN/HISTORY					
MATURITY ITEM						

11/16

FIG. 11

414243444546

CUSTOMERSECTIONSTAFFTRANSACTIONACTIVITYCALENDAR



LIST OF ACTIVITIES

REGISTER  
NEW ACTIVITY

112


ACTIVITY	Maturity	STAGE	SCHEDULED DATE	TIME	CUSTOMER NAME	SECTION NAME	TRANSACTION TITLE
CREATE PROPOSAL	07		2001/08/20	10:00	COMPANY "A"	JJ DEPT.	ONE SET OF LAN
PR OF NEW PRODUCT	04		2001/08/20	15:00	COMPANY "A"	JJ DEPT.	ONE SET OF SERVER
PR OF NEW PRODUCT	04		2001/08/21	10:00	COMPANY "B"	KK BRANCH	ONE SET OF LAN
CREATE PROPOSAL	07		2001/08/21	13:00	COMPANY "C"	LL BRANCH	ONE SET OF SYSTEM
PRESENT PROPOSAL	07		2001/08/23	10:00	COMPANY "A"	JJ DEPT.	ONE SET OF LAN
...							

REGISTER NEW  
TRANSACTION

113

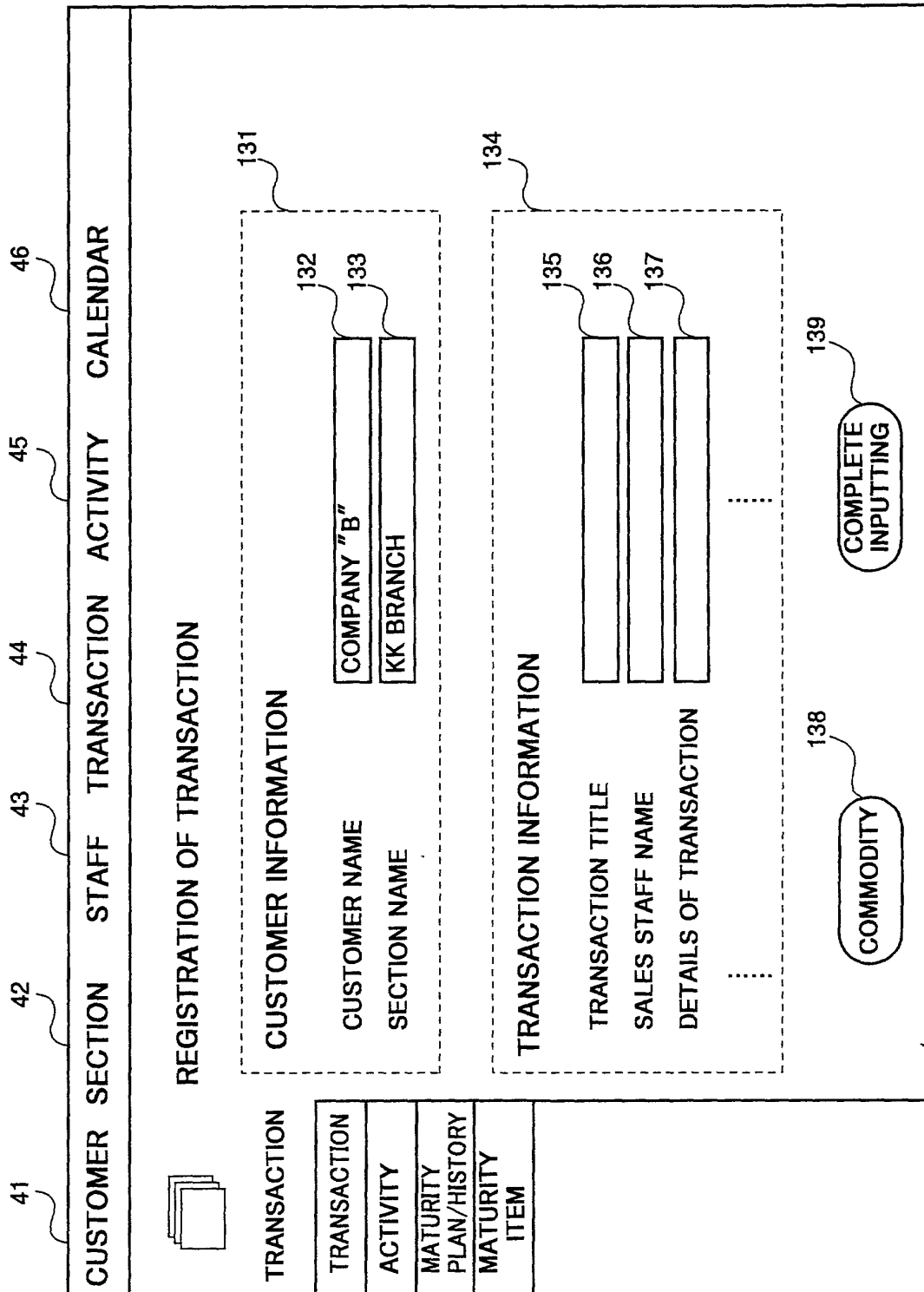
12/16

FIG.12

41	42	43	44	45	46
CUSTOMER	SECTION	STAFF	TRANSACTION	ACTIVITY	CALENDAR
 ACTIVITY ACTIVITY    	REGISTRATION OF ACTIVITY				
	CUSTOMER INFORMATION				
	CUSTOMER NAME <input type="text"/> 121				
	SECTION NAME <input type="text"/> 122				
	TRANSACTION INFORMATION				
	TRANSACTION TITLE <input type="text"/> 123				
	ACTIVITY INFORMATION				
	DETAILS OF ACTIVITY <input type="text"/> 124				
	SCHEDULED DATE <input type="text"/> 125				
	MATURITY <input type="text"/> 126				
127 COMPLETE INPUTTING					

13/16

FIG. 13



14/16

FIG. 14

41
42
43
44
45
46

CUSTOMER
SECTION
STAFF
TRANSACTION
ACTIVITY
CALENDAR

SPECIFICATION OF COMMODITY

TRANSACTION
COMMODITY GROUP NAME
141

TRANSACTION
COMMODITY GROUP CODE
142

ACTIVITY
COMMODITY NAME
143

MATURITY PLAN/HISTORY
COMMODITY CODE
144

MATURITY ITEM
QUANTITY
145

ROUTER
ROUTER100
5

LAN SWITCH
LANSW200
20

...
...
...

COMMODITY GROUP NAME
COMMODITY NAME
QUANTITY

ROUTER
ROUTER100
5


LAN SWITCH
LANSW200
20

...
...
...

COMPLETE INPUTTING

15/16

FIG. 15

CUSTOMER		SECTION		STAFF		TRANSACTION		ACTIVITY		CALENDAR	
<div style="display: flex; justify-content: space-between; align-items: center;"> <div>  <p>CALENDAR</p> </div> <div> <p>MONTHLY CALENDAR</p> <p>SALES STAFF NAME <input type="text"/></p> </div> <div> <p>151</p> <p>▼</p> </div> </div>											
AUGUST 2001											
MON		TUE		WED		THURS		FRI		SAT/SUN	
30		31		1		2		3		4/5	
6		7		8		9		10		11/12	
13		14		15		16		17		18/19	
20 9:00 REGULAR MEETING 10:00 "A" / LAN- CREATE PROPOSAL 15:00 "A" / SERVER-PR FOR NEW PRODUCTS		21 10:00 "B" / LAN-PR FOR NEW PRODUCTS 13:00 "C" / SYSTEM- CREATE PROPOSAL		22 10:00 "A" / LAN- PRESENT PROPOSAL		23		24		25/26	
27		28		29		30		31		1/2	
<div style="display: flex; justify-content: space-between; align-items: center;"> <div> <p>DAILY</p> <p>WEEKLY</p> <p><b>MONTHLY</b></p> <p>ACTIVITY</p> </div> <div> <p>152</p> </div> </div>											

16/16

FIG. 16

